

## Message Text

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PAGE 01 STATE 235983

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/OIM/KLFERNANDEZ/ABH

APPROVED BY EB/OCA/CM/SHARRIS

COM/OIM/224/GAKEMP, ACMM

COM/OIM/PROG.DEV./BRYNO

COM/OIM/224/HWHEIKENEN

STATE/EUR/CAN/DBLAKEMORE (SUB)

EB/OCA/CD/RDAY

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R 031646Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY OTTAWA

INFO AMCONSUL CALGARY

AMCONSUL HALIFAX

AMCONSUL MONTREAL

AMCONSUL QUEBEC

AMCONSUL TORONTO

AMCONSUL VANCOUVER

AMCONSUL WINNIPEG

AMCONSUL ST JOHNS

UNCLAS STATE 235983

E.O. 11652 N/A

TAGS: BEXP, CA

SUBJ: FY-1976 COUNTRY COMMERCIAL PROGRAM

REF: OTTAWA 183, JANUARY 16, 1975

1. WASHINGTON COMMERCE ACTION GROUP (WCAG) DURING MEETING  
ON SEPTEMBER 12 ACCEPTED, WITH ONLY TWO SUBSTANTIVE  
CHANGES, EMBASSY OTTAWA SUGGESTED REVISIONS OF DRAFT FY-  
1976 COUNTRY COMMERCIAL PROGRAM (CCP) AS SUBMITTED UNDER  
COVER OF LETTER OF AUGUST 18 TO MARVIN BELDEN, COMMERCE  
COUNTRY MARKETING MANAGER. THE TWO CHANGES, AS DISCUSSED  
IN FERNANDEZ (COMMERCE COUNTRY TRADE SPECIALIST)-ERICKSON  
(EMBASSY COMMERCIAL OFFICER) TELCON INCLUDE: (1) DROPPING  
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PAGE 02 STATE 235983

CAMPAIGN NUMBER 4 "AVIATION ELECTRONICS AND GROUND SUPPORT

EQUIPMENT" AND SUBSTITUTING NEW CAMPAIGN "METAL WORKING AND FINISHING MACHINERY AND EQUIPMENT" TO UTILIZE SAME SCHEDULED RESOURCES AND CAMPAIGN MANAGERS TO ACHIEVE PROJECT OBJECTIVES OF 18 TRADE OPPORTUNITIES, PROMOTION OF 14 AGENCY AGREEMENTS AND EXPOSURE OF 22 FIRMS TO NEW CUSTOMERS; (2) REVISION OF CAMPAIGN NUMBER 7 - "ACTIONS" TO ELIMINATE PARAGRAPH 3(A) OF ORIGINAL DRAFT AND RETAIN REMAINDER, RATHER THAN SUBSTITUTING LANGUAGE SUGGESTED BY EMBASSY.

2. EMBASSY SUGGESTION THAT ACTION GROUP MEET ON TENTH RATHER THAN FIFTH WORKING DAY AFTER CLOSE OF EACH QUARTER

PERMITTING TIME FOR CONSULTATION WITH COMMERCIAL OFFICER'S FROM OTHER POSTS ACCEPTED.

3. WCAG EXPRESSED APPRECIATION FOR EMBASSY'S AND POSTS' EFFORTS FACILITATING RAPID FINALIZATION OF FY-1976 CCP FOLLOWING DECISION TO CLEAR BY TELEPHONE. KISSINGER

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**TAGS:** BEXP, CA  
**To:** OTTAWA  
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